

Promethean Analytics is looking for a Business Development Professional who can work within a growing, team-based organization and help craft the vision & methodology for:

- Building client relationships
- Enhancing business development delivery processes
- Aligning with and influencing our marketing strategy
- Interfacing with experienced professionals in a solution-based environment

## ABOUT PROMETHEAN ANALYTICS

Founded in 2015 by a core team of EPM/BI professionals, one of our key values has been: **Client, Company, Self** – A Customer centric attitude whether we are on a project, in sales meetings, doing webinars or speaking at events.

We build EPM systems and applications with our Client's needs and priorities first in mind. The traditional consulting approaches to delivering EPM solutions does not work well in modern Finance. We believe in **deeper partnerships, faster & more agile methods, a 360-degree view of a business challenge and a highly committed effort** to extract more value from improved business applications and processes.

## TEAM MEMBER SUMMARY

A collaborative Client / Partner facing role whose primary responsibility is to solution Promethean NetSuite/NSPB Implementation Offerings and Implementation Services.

Your success will be measured by client satisfaction and your ability to attract additional engagements and clients with a success-oriented implementation reputation.

## ABOUT FUNCTIONAL REQUIREMENTS

Work in conjunction with Oracle, NetSuite, and 3<sup>rd</sup> Parties to develop relationships to incorporate our EPM offerings and Implementation Services in pre-sales cycles.

Working collaboratively to convert a needs assessment into a successful value proposition.

Manage the entire end-to-end sales process.

Ability to provide input into Promethean's marketing strategy and go to market approach.

Have excellent communication skills.

## **PREFERRED QUALIFICATIONS**

Previous experience selling NetSuite/NSPB, or Oracle EPM in a pre-sale and/or consultative role at the delivery level.

Ability to identify prospects and develop relationships within the Oracle/NetSuite and 3<sup>rd</sup> Party community.

Ability to coordinate from inception to contract to completion; pre-sales cycle of the Promethean EPM Offerings.